

Message Text

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E.O. 11652: NA

TAGS: EEWT, EIND, ETRD, UR

SUBJ: POSSIBLE INTERNATIONAL HARVESTER PARTICIPATION IN MAJOR
EXPANSION OF ZIL TRUCK COMPLEX

1. IN MEETING WITH COMATT AND COMOFF AUGUST 19, S. V.
TSUKANOV, DEPUTY CHIEF, MAIN ADMINISTRATION FOR COMPENSATION
PROJECTS AND IMPORTATION OF MACHINERY AND EQUIPMENT FROM
CAPITALIST COUNTRIES, MINISTRY OF FOREIGN TRADE, CONFIRMED
REPORTS THAT ZIL PLANNED MAJOR EXPANSION WHICH WILL BOOST
PRODUCTION TO 270,000 TRUCKS/YEAR AND INTRODUCE DIESEL
ENGINES. EXPANSION WILL INVOLVE DISPERSING PRODUCTION
FROM PRESENT MOSCOW FACTORY TO SERIES OF SATELLITE PLANTS
WELL OUTSIDE CITY.

2. SOVIETS HAVE INVITED INTERNATIONAL HARVESTER TO DISCUSS
PARTICIPATION IN PROJECT, TSUKANOV EXPLAINED, AS ZIL
ENGINEERS ATTRACTED BY IH'S DIESEL TRUCK CONCEPT.
FOLLOWING PRELIMINARY TALKS WITH IH VICE PRESIDENT
MCMINAMEN IN JULY, COMPANY WILL SEND SPECIALISTS TO
MOSCOW IN SEPTEMBER FOR TECHNICAL DISCUSSIONS. IN
OCTOBER IH PLANT IN FT. WAYNE WILL RECEIVE DELEGATION
INCLUDING DEPUTY MINISTER OF FOREIGN TRADE SUSKHOV,
AVTOPROMIMPORT CHAIRMAN BUTKO AND DEPUTY MINISTER OF

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AUTOMOTIVE INDUSTRY BORODIN, WHO WILL BE VISITING
UNITED STATES FOR TRADE AND ECONOMIC COUNCIL BOARD

MEETING. CONTRACT COULD BE WORTH 100 MILLION RUBLES,
AND IH WOULD TAKE PAYMENT IN AUTOMOTIVE PARTS NEW
PLANTS PRODUCE.

3. COMMENT - WHILE IH APPEARS TO HAVE INSIDE TRACK
FOR MAJOR SHARE OF ZIL EXPANSION, PROJECT OFFERS
OPPORTUNITIES FOR OTHER US COMPANIES TOO. SOVIETS
HAVE ALREADY CONTACTED SEVERAL AMERICAN FOUNDRY EQUIP-
MENT MANUFACTURERS ABOUT PLANS FOR ZIL'S NEW 400,000
TON FOUNDRY, WHICH WILL REPLACE PRESENT HIGH-POLLUTION
FACILITY WITHIN CITY LIMITS. STOESEL

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